QSC 20 | QUALYS SECURITY CONFERENCE 2020

The Evolution of the Qualys Platform

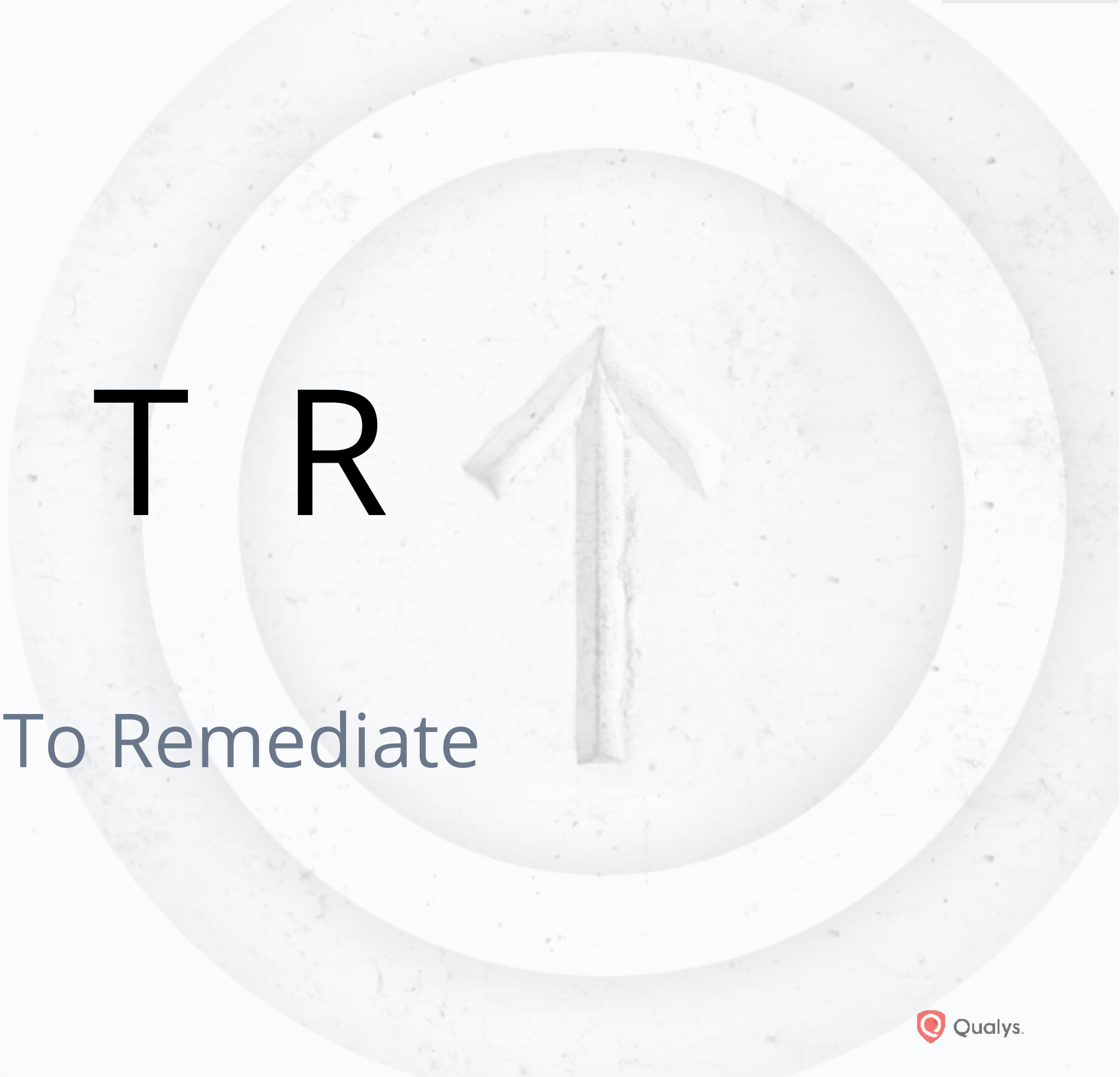
Unveiling Latest Updates and Next-Gen Initiatives

Sumedh Thakar

President & Chief Product Officer, Qualys, Inc.

TTR

Time To Remediate



True Measure of Effectiveness of Security Program

Digital Transformation is accelerating

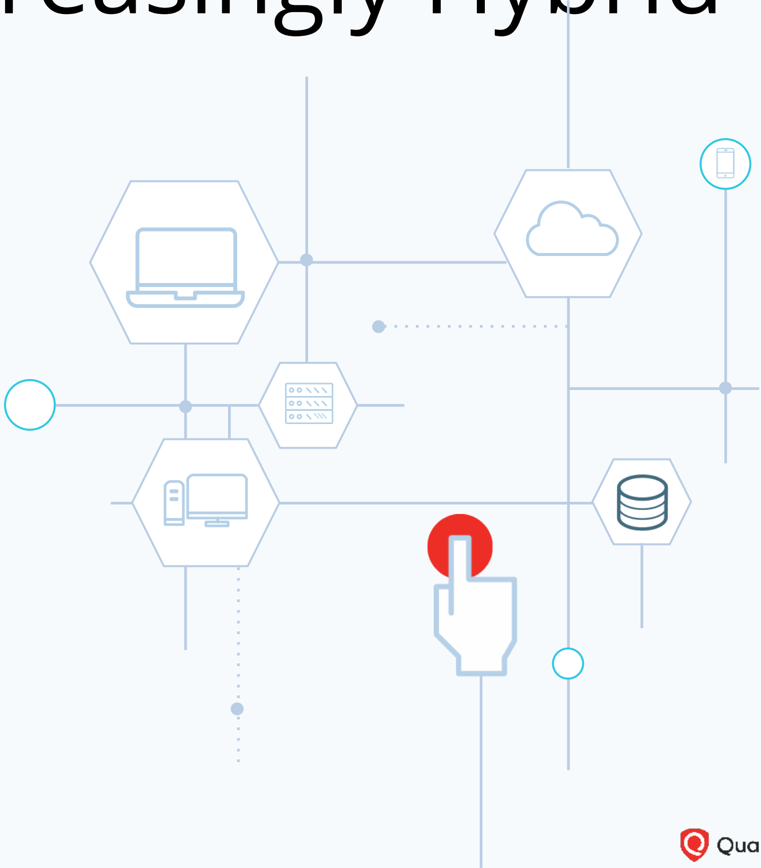
Rapid Adoption of New Processes and Technologies

DevOps

Elastic,
Kafka,
Cassandra,
Flink,
Spark, etc.

Infrastructure is Increasingly Hybrid

Cloud, bare-metal, Containers, Endpoints, Mobility, OT, IoT, APIs, etc.



Security Challenges

Increasing surface area

Decreasing visibility

Increasing TTR

Silos!

People

Process

Tools

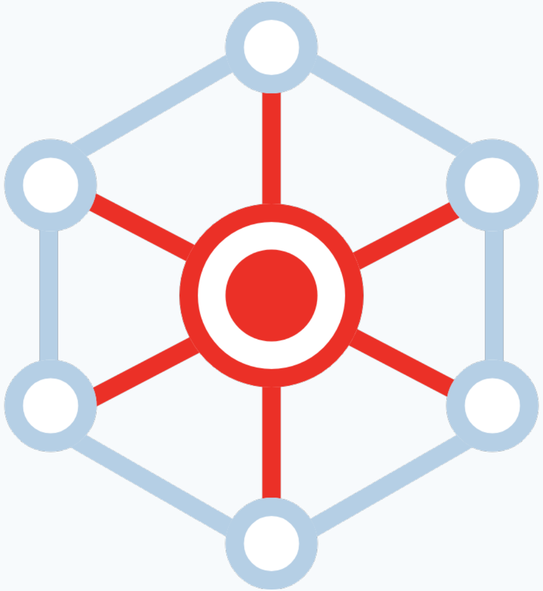
Reduce TTR

Real-time context with continuous data collection

Powerful analytics platform to correlate multiple datapoints and detect issues

Real-time response capabilities

Powerful decision engine to transparently orchestrate the response



Home Security Solutions

Nest Home Security Sensors

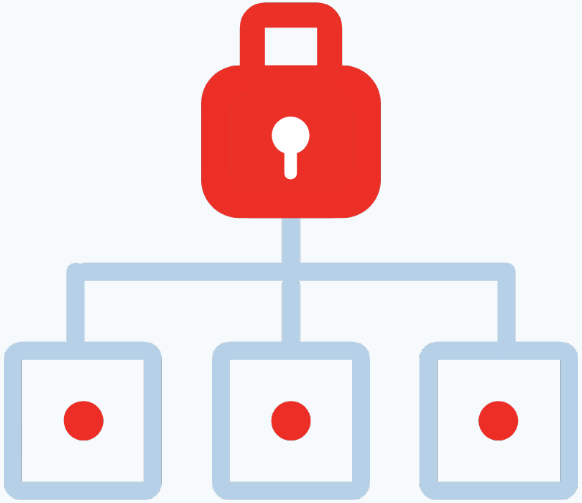
Nest Aware Subscription

Enterprise Security Tools Today

Point solutions

Multiple agents

Multiple consoles



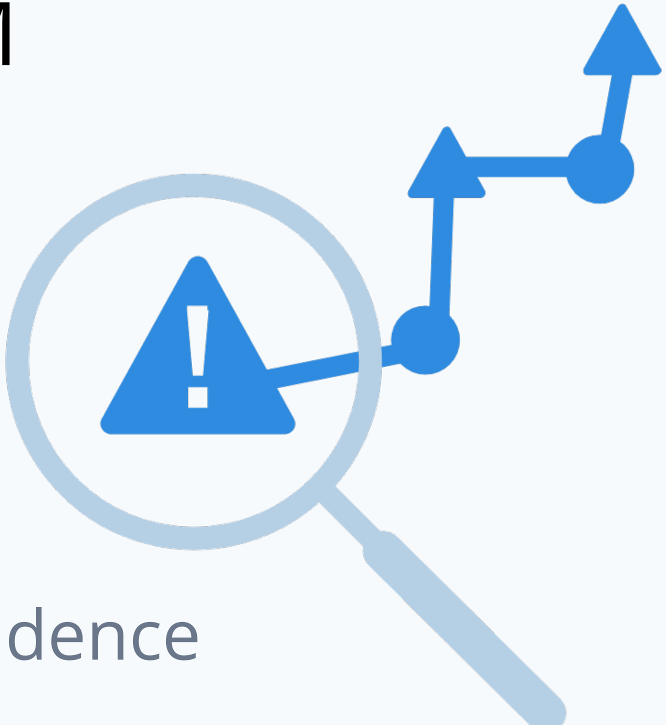
Integrations?

Integrate point solutions

But then too many point to point integrations

Doesn’t provide full context

The Rise of the SIEM



Tie together point solutions

But still point solutions!

+ UEBA + ML/AI

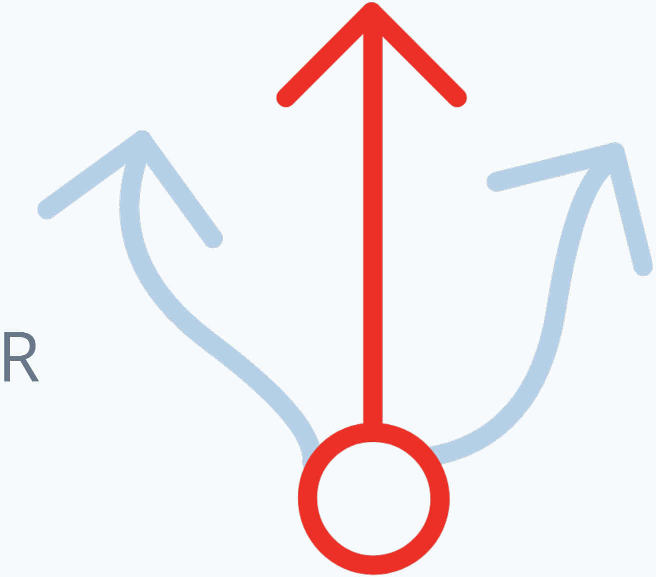
Detection? Sort of with low confidence

What About Response?

Additional point solutions to respond to

Well now we need new app - SOAR

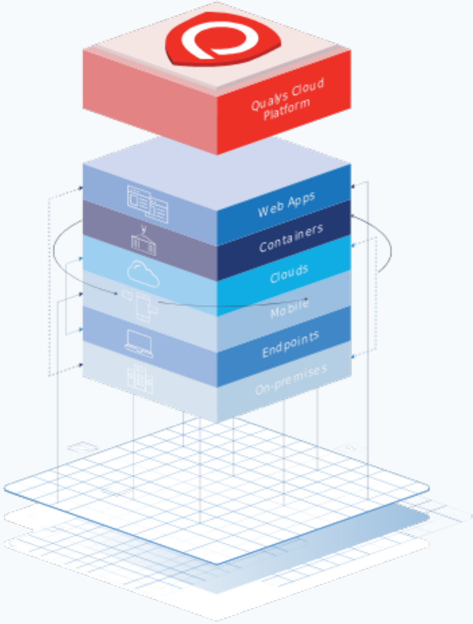
Ties point solutions together – again!



Evolution of the Qualys Cloud Platform

Remember those 19+ Apps?

Evolution of the Qualys Cloud Platform



Unifying IT, Security & Compliance

Consolidating the Stack: reducing point solutions, their agents and consoles

Reduce TTR

0

Best TTR ever?

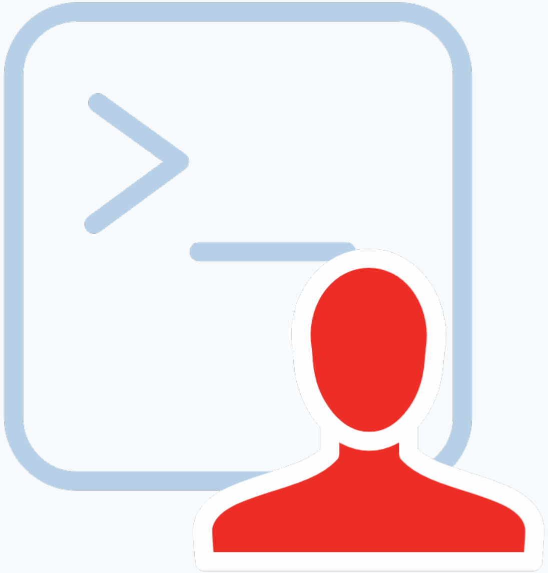
Cloud & Container Leading the Way

DevOps in CI/CD

Azure built-in security

Evolution of the Qualys Cloud Platform

Cloud-based platform build into your DevOps



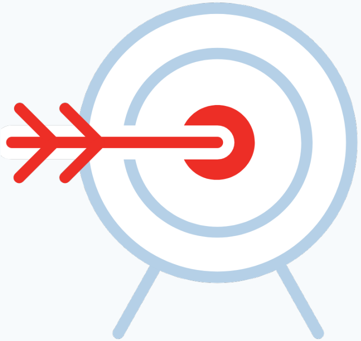
Qualys Next-Gen Initiatives

Next-Gen Initiatives 2020

Now introducing Qualys Respond

Adding Security Analytics & Orchestration

Comprehensive Response Capabilities



Covering servers, endpoints, mobile, network, web applications, cloud & containers

Security Analytics, Correlation & Data Lake

Qualys built-in!

Plug-n-play analytics

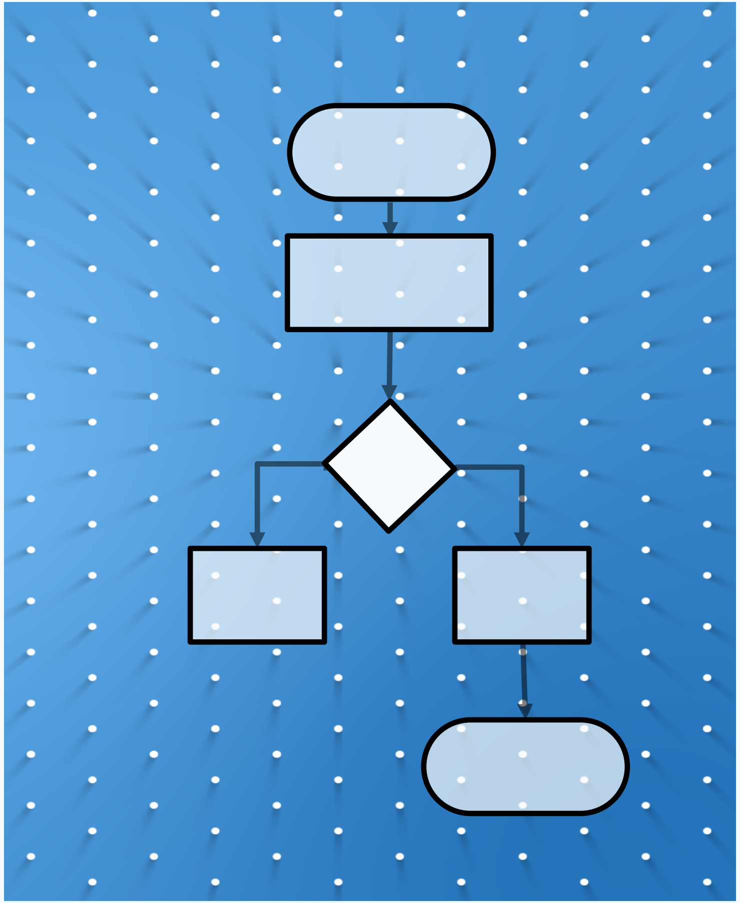
Powerful cloud-based correlation and analytics of known & unknown threats

SOAR

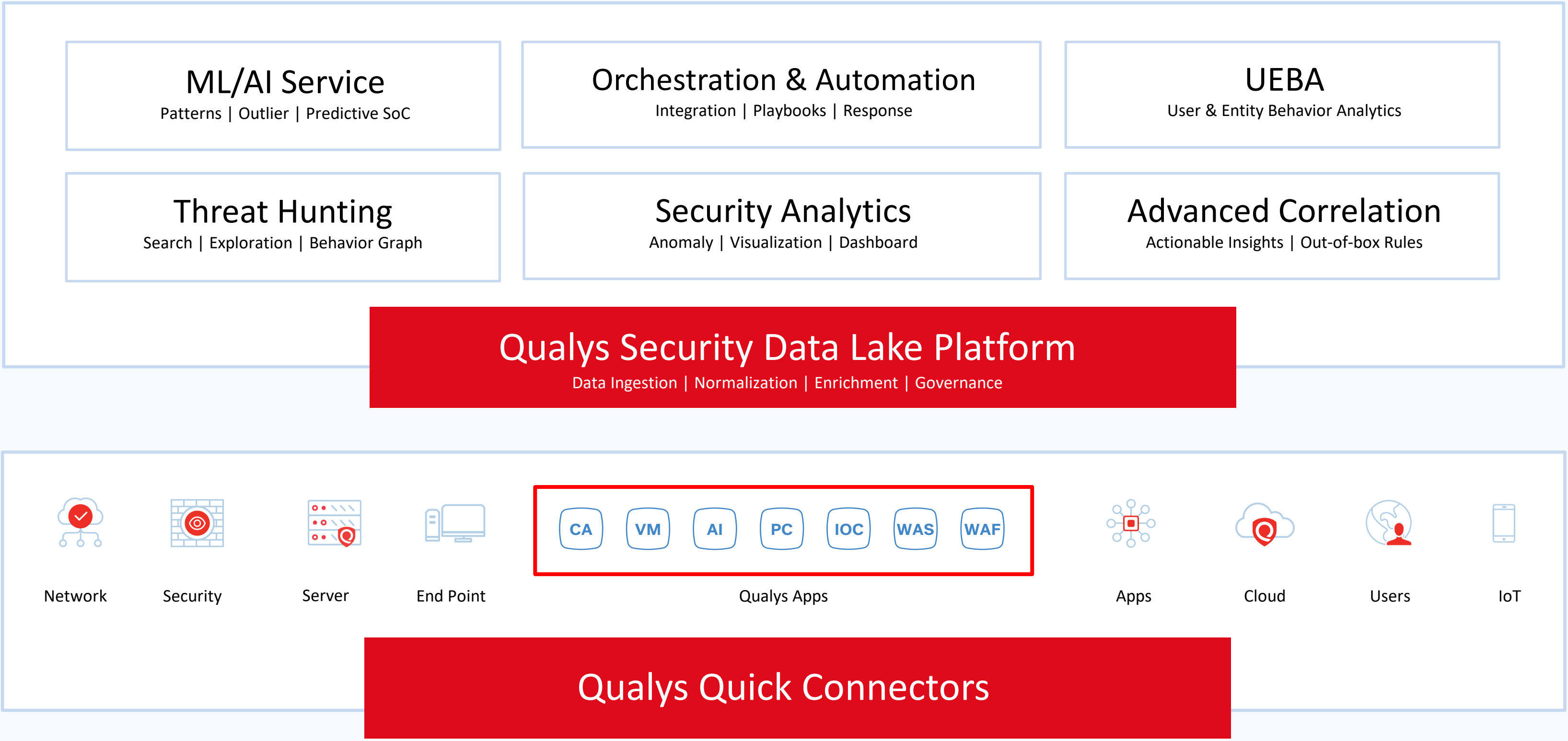
Qualys built-in!

Granular flexible playbooks

Quickly respond with complex actions



Advanced Correlation & Analytics



ML/AI Service

Patterns | Outlier | Predictive SoC

Orchestration & Automation

Integration | Playbooks | Response

UEBA

User & Entity Behavior Analytics

Threat Hunting

Search | Exploration | Behavior Graph

Security Analytics

Anomaly | Visualization | Dashboard

Advanced Correlation

Actionable Insights | Out-of-box Rules

Qualys Security Data Lake Platform

Data Ingestion | Normalization | Enrichment | Governance

Network

Security

Server

End Point

CA VM AI PC IOC WAS WAF

Qualys Apps

Apps

Cloud

Users

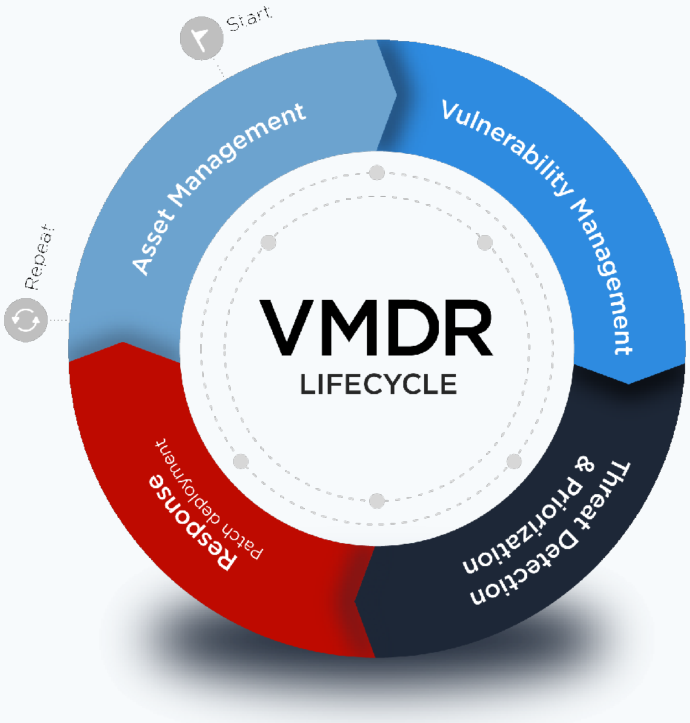
IoT

Qualys Quick Connectors

Evolving Qualys Cloud Platform to the Next Level

Single platform for detection & response with built-in orchestration

One solution to discover, assess, prioritize and patch critical vulnerabilities



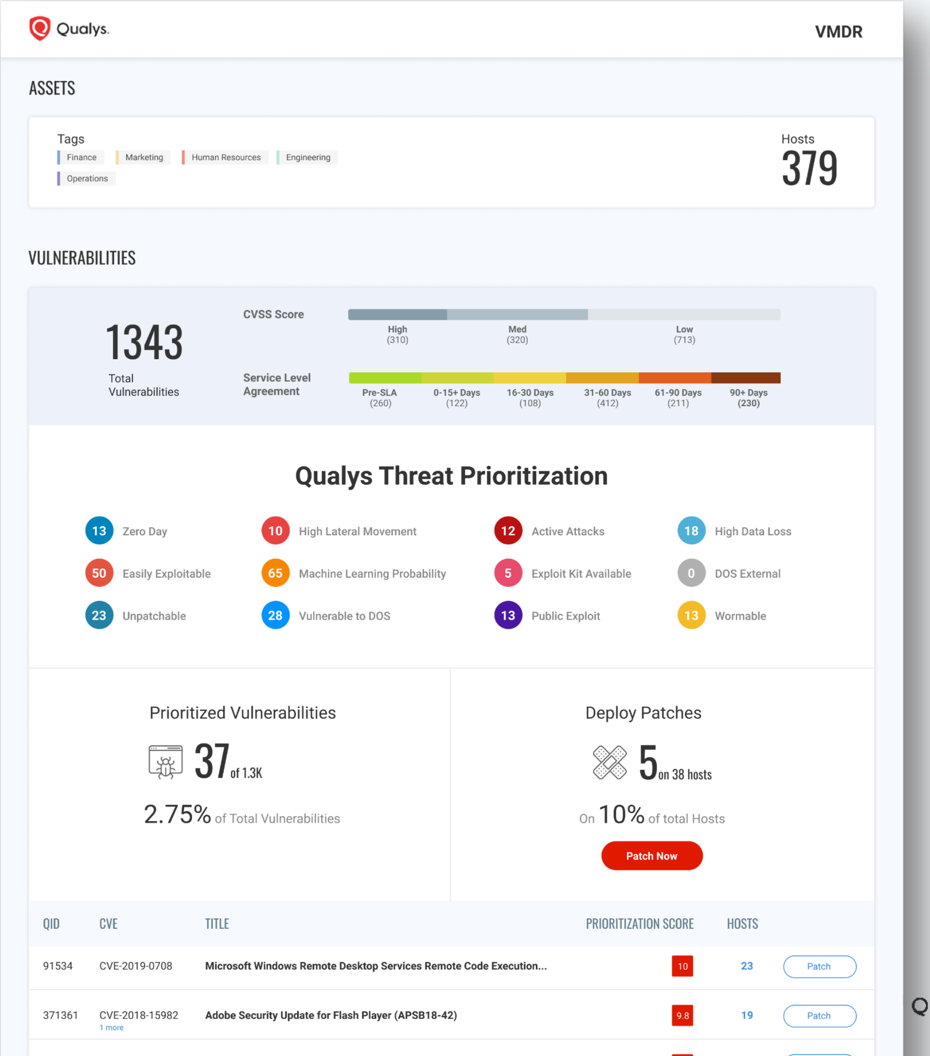
VMDR with Built-in Orchestration

New prioritization engine

Combining real-time threat intelligence, asset context and machine learning

Accurately pinpoint patches for most lethal vulnerabilities instantly

End-to-end workflows & real-time, interactive dashboards



Qualys. VMDR

ASSETS

Tags
Finance | Marketing | Human Resources | Engineering | Operations

Hosts
379

VULNERABILITIES

1343
Total Vulnerabilities

CVSS Score: High (310) | Med (320) | Low (713)

Service Level Agreement: Pre-SLA (260) | 0-15+ Days (122) | 16-30 Days (108) | 31-60 Days (412) | 61-90 Days (211) | 90+ Days (230)

Qualys Threat Prioritization

13 Zero Day	10 High Lateral Movement	12 Active Attacks	18 High Data Loss
50 Easily Exploitable	65 Machine Learning Probability	5 Exploit Kit Available	0 DOS External
23 Unpatchable	28 Vulnerable to DOS	13 Public Exploit	13 Wormable

Prioritized Vulnerabilities
37 of 1.3K
2.75% of Total Vulnerabilities

Deploy Patches
5 on 38 hosts
On 10% of total Hosts
Patch Now

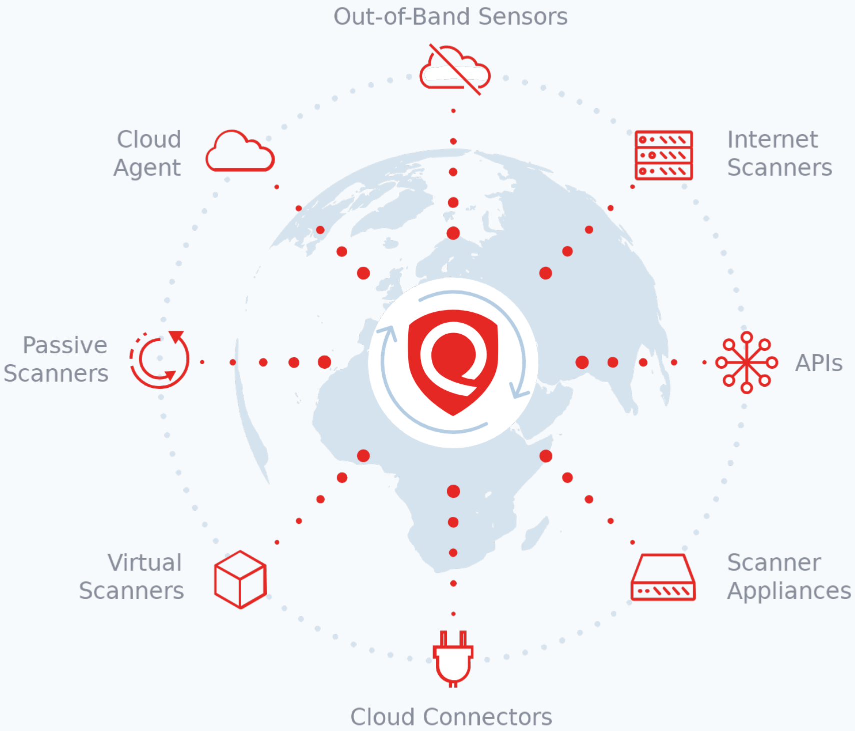
QID	CVE	TITLE	PRIORITIZATION SCORE	HOSTS	
91534	CVE-2019-0708	Microsoft Windows Remote Desktop Services Remote Code Execution...	10	23	Patch
371361	CVE-2018-15982 1 more	Adobe Security Update for Flash Player (APSB18-42)	9.8	19	Patch

Qualys VMDR

Fastest platform to go from discovering new assets to patching its most critical vulnerabilities with contextual prioritization

PERIOD!

Cloud Platform Architecture



Qualys Sensor Platform

Scalable, self-updating & centrally managed

Physical

Legacy data centers

Corporate infrastructure

Continuous security and compliance scanning

Virtual

Private cloud infrastructure

Virtualized Infrastructure

Continuous security and compliance scanning

Cloud/Container

Commercial IaaS & PaaS clouds

Pre-certified in market place

Fully automated with API orchestration

Continuous security and compliance scanning

Cloud Agents

Light weight, multi-platform

On premise, elastic cloud & endpoints

Real-time data collection

Continuous evaluation on platform for security and compliance

Passive

Passively sniff on network

Real-time device discovery & identification

Identification of APT network traffic

Extract malware files from network for analysis

API

Integration with Threat Intel feeds

CMDB Integration

Log connectors

Qualys Cloud Platform

19+ products providing comprehensive suite of security solutions

12,200+ customers

8 shared cloud platforms across North America, Europe & Asia

85+ private clouds platforms deployed globally… on-prem, AWS, Azure, GCP

19+ PB storage and 27000 cores

Qualys Cloud Platform

3+ billion IP scans/Audits per year

50,000+ Scanner Appliances

28 million Cloud Agents

2+ trillion security events annually

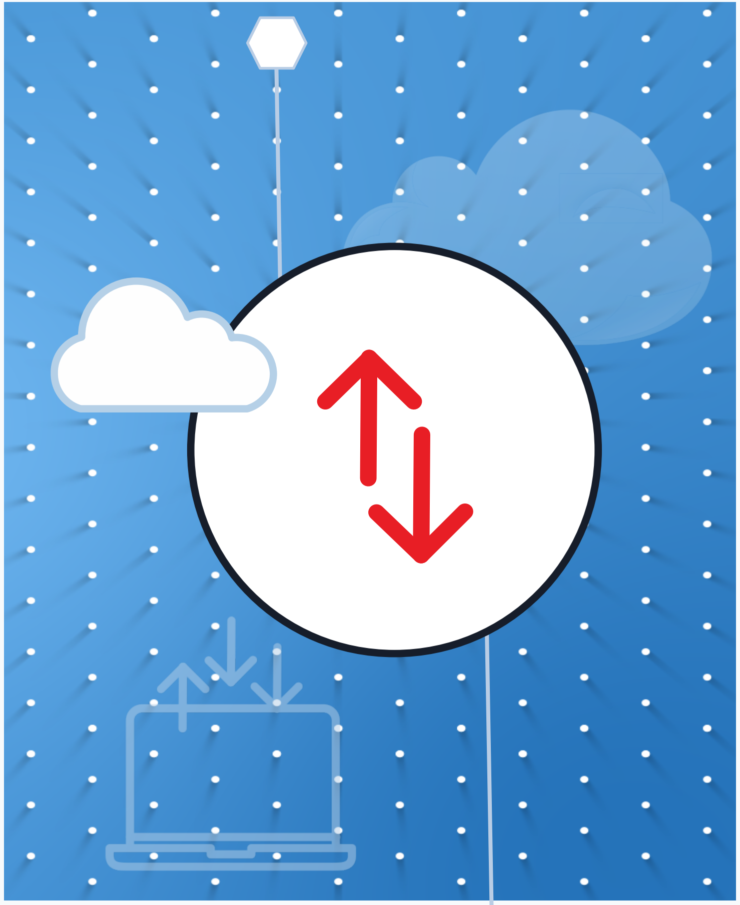
5+ billion messages daily across Kafka clusters

3.2+ trillion data points indexed in our Elasticsearch clusters

Continued Platform Expansion

ICS OT environments

SaaS security & compliance



More DRs Coming Soon

Endpoint Detection & Response

Cloud Detection & Response

Container Detection & Response

Mobile Device Detection & Response

SaaS Security Detection & Response

DEMO!

Sumedh Thakar
sthakar@qualys.com